

Message Text

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ORIGIN EB-07

INFO OCT-01 EUR-12 ISO-00 CAB-02 CIAE-00 COME-00
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DRAFTED BY EB/AN:JBMAGNOR:VLV
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EUR/NE - NLACHILLES
CAB - JRCHESSEN
L/EB - PTRIMBLE (SUBS)
-----132304Z 055074 /66
O P 132243Z JUN 77
FM SECSTATE WASHDC
TO AMEMBASSY BRUSSELS IMMEDIATE
INFO AMEMBASSY PARIS PRIORITY
AMEMBASSY LONDON PRIORITY

C O N F I D E N T I A L STATE 136821

PARIS FOR STYLES AND KELLER; LONDON FOR BILLER

E.O. 11652: GDS

TAGS: EAIR, BE

SUBJECT: CIVAIR - RENEWAL OF US-BELGIUM CHARTER MOU

REF:A)BRUSSELS 5915 AND PREVIOUS; B) MAGNOR/PHILLIPS
TELCON 6/13

1. EMBASSY IS REQUESTED DESIGNATE EMBASSY OFFICER (WE
RECOMMEND ECON OFFICER LAWRENCE LESSER) TO HOLD DISCUSSIONS

WITH VANDERPERREN ON RENEWAL OF CHARTER MOU. JOSEPH R.
CHESSEN, CAB CHARTER EXPERT, WILL ACCOMPANY EMBASSY OFFICER.
PURPOSE OF DISCUSSIONS FOLLOWS:
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A. TO FACILITATE OR OTHERWISE LAY GROUNDWORK FOR REACHING
MUTUALLY ACCEPTABLE UNDERSTANDING ON CONTENT OF "CLEAN"
CHARTER MOU TO REPLACE 1972 UNDERSTANDING. IF EMBASSY
SUCCESSFUL IN ACHIEVING THIS PURPOSE IT WILL SO INFORM DEPT
AND SEEK INSTRUCTIONS TO EFFECT AN EXCHANGE OF NOTES PUTTING
UNDERSTANDING INTO EFFECT AS SOON AS POSSIBLE.

B. ALTERNATIVELY DISCUSSIONS MIGHT DETERMINE WHETHER BELGIANS ARE USING US INTEREST IN REACHING NEW CHARTER MOU TO FURTHER THEIR INTEREST IN SECURING SECOND LANDING POINT

FOR SABENA.

C. TO HAVE IN HAND A LIBERAL CHARTER UNDERSTANDING PROVIDING A "SAFE HAVEN" FOR US ORIGINATING CHARTERS WHICH IN TURN CAN BE USED TO PERSUADE OTHERS TO ACCEPT US ORIGINATING CHARTERS UNDER US RULES. LONG-TERM ACHIEVEMENT OF LIBERAL CHARTER UNDERSTANDING WITH BELGIUM MAY BE USEFUL IN PERSUADING UK TO DEVIATE FROM ECAC POSITION AGAINST CHARTER BILATERAL WITH VALIDITY AFTER MARCH 31, 1978 (WHICH WOULD BE NECESSARY FOR UK TO ENTER INTO LONG-TERM CHARTER UNDERSTANDING WITH USG).

2. SPECIFIC INSTRUCTIONS FOLLOW:

A. IF SCHEDULED SERVICE QUESTIONS ARISE, EMBASSY SHOULD INDICATE COMPLETE LACK OF AUTHORITY TO DISCUSS.

B. EMBASSY SHOULD ARGUE FOR 2-1/2 YEAR UNDERSTANDING BUT INDICATE IF NECESSARY WILLINGNESS TO CONSIDER UNDERSTANDING OF 1-1/2 YEARS DURATION.

C. EMBASSY SHOULD ARGUE AGAINST REQUIREMENT FOR USG TO PROVIDE "ALL THE NECESSARY INFORMATION" TO APPRAISE IMPACT OF ABC'S, OTC'S, AND SEC'S ON "NORTH ATLANTIC" MARKET.
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FOR ITS ARGUMENTATION EMBASSY SHOULD POINT OUT (1) TERM "NORTH ATLANTIC" IS TOO BROAD. (2) REQUIREMENT IS TOO OPEN-ENDED. (3) IT WOULD IMPOSE AN IMPOSSIBLE WORK LOAD BURDEN ON THE US. (4) (AS FALL-BACK). US MIGHT BE WILLING TO PROVIDE TO BELGIUM IF OTHERWISE ACCEPTABLE AGREEMENT CAN BE REACHED SPECIFIC DATA AS AVAILABLE CONCERNING US-BELGIUM MARKET ON RECIPROCAL BASIS IN CONSULTATIONS AS MAY BE REQUESTED. (5) (AS FALL-BACK). ABOVE COULD BE AGREED TO BUT IS NOT REALLY NECESSARY BECAUSE IT IS IMPLICIT.

D. EMBASSY SHOULD ARGUE AGAINST PROVISION STATING DATA MAY BE SHARED WITH ECAC. THIS IS (1) UNNECESSARY AND (2) INAPPROPRIATE TO A BILATERAL.

E. EMBASSY SHOULD ARGUE AGAINST A PROVISION REQUIRING AIRLINES' SUBMISSION OF PRICE INFORMATION. THIS IS UNNECESSARY SINCE EITHER PARTY IS NOW FREE TO REQUIRE SUCH SUBMISSION, FOR EXAMPLE, IN THE FILING OF TARIFFS.

F. EMBASSY SHOULD ARGUE AGAINST SPECIFIC LANGUAGE INCORPORATING CONCEPT THAT "UNREASONABLY LOW" IS JUSTIFICATION FOR CONSULTATIONS. THERE ARE OTHER PRICE FACTORS SUCH AS DISCRIMINATION WHICH JUSTIFY CONSULTATIONS. MORE-OVER IT WOULD BE BEST TO LEAVE THIS UNSAID ALTOGETHER,

OTHERWISE IT WILL BECOME NECESSARY TO NEGOTIATE A RATE ARTICLE.

G. EMBASSY SHOULD ARGUE AGAINST LIMITATIONS ON THE COMMINGLING OF MORE THAN THREE CHARTER TYPES BUT IF AN OTHERWISE ACCEPTABLE AGREEMENT CAN BE REACHED INDICATE ACCEPTANCE OF THIS LIMITATION IF ITS COUCHED IN TERMS OF UNILATERAL BELGIAN RESERVATION.

H. EMBASSY SHOULD ARGUE AGAINST AFFINITY PASSENGER LIST BUT ACCEPT AS BELGIAN RESERVATION IF NECESSARY. IN ALL CONFIDENTIAL

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ABOVE CASES EMBASSY SHOULD INDICATE THAT ITS ACCEPTANCE IS AD REFERENDUM.

3. PLEASE ADVISE VANDERPERREN THAT EMBASSY OFFICER AND CHESEN PREPARED MEET WITH HIM AT 3:00 P.M. JUNE 15 AND WILL BE AVAILABLE JUNE 16 IF NECESSARY. EMBASSY ALSO REQUESTED MAKE RESERVATION AT MODERATELY PRICED HOTEL EVENINGS JUNE 15 AND 16. CHESEN ARRIVING BRUSSELS AF 642 10:30 AM JUNE 15. PLEASE CABLE PARIS HOTEL NAME.

FOR PARIS: CHESEN WILL GO DIRECTLY TO EMBASSY FOLLOWING ARRIVAL PARIS JUNE 14 ON TWA 890 8:00 AM FOR DISCUSSIONS WITH STYLES AND KELLER. PLEASE ADVISE CAB MEMBER WEST OF CHESEN'S ARRIVAL. VANCE

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Message Attributes

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